



Counties: Calhoun, AL

Summary Demographics

2008 Population	112,845
2008 Households	47,050
2008 Median Disposable Income	\$30,545
2008 Per Capita Income	\$20,203

Industry Summary

	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Total Retail Trade and Food & Drink (NAICS 44-45, 722)	\$923,413,427	\$1,180,422,153	\$-257,008,726	-12.2	1,037
Total Retail Trade (NAICS 44-45)	\$798,132,419	\$1,046,793,260	\$-248,660,841	-13.5	821
Total Food & Drink (NAICS 722)	\$125,281,008	\$133,628,893	\$-8,347,885	-3.2	216

Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
Motor Vehicle & Parts Dealers (NAICS 441)	\$209,108,678	\$328,823,494	\$-119,714,816	-22.3	159
Automobile Dealers (NAICS 4411)	\$176,033,676	\$287,453,513	\$-111,419,837	-24.0	102
Other Motor Vehicle Dealers (NAICS 4412)	\$20,814,420	\$30,574,021	\$-9,759,601	-19.0	15
Auto Parts, Accessories, and Tire Stores (NAICS 4413)	\$12,260,582	\$10,795,960	\$1,464,622	6.4	42
Furniture & Home Furnishings Stores (NAICS 442)	\$19,088,778	\$16,761,938	\$2,326,840	6.5	39
Furniture Stores (NAICS 4421)	\$14,318,136	\$9,761,012	\$4,557,124	18.9	23
Home Furnishings Stores (NAICS 4422)	\$4,770,642	\$7,000,926	\$-2,230,284	-18.9	16
Electronics & Appliance Stores (NAICS 443/NAICS 4431)	\$15,025,832	\$13,398,792	\$1,627,040	5.7	21
Bldg Materials, Garden Equip. & Supply Stores (NAICS 444)	\$26,078,915	\$24,678,304	\$1,400,611	2.8	64
Building Material and Supplies Dealers (NAICS 4441)	\$23,950,428	\$22,660,928	\$1,289,500	2.8	45
Lawn and Garden Equipment and Supplies Stores (NAICS 4442)	\$2,128,487	\$2,017,376	\$111,111	2.7	19
Food & Beverage Stores (NAICS 445)	\$179,258,857	\$209,023,380	\$-29,764,523	-7.7	84
Grocery Stores (NAICS 4451)	\$175,619,927	\$194,584,394	\$-18,964,467	-5.1	63
Specialty Food Stores (NAICS 4452)	\$1,076,910	\$2,718,741	\$-1,641,831	-43.3	11
Beer, Wine, and Liquor Stores (NAICS 4453)	\$2,562,020	\$11,720,245	\$-9,158,225	-64.1	10
Health & Personal Care Stores (NAICS 446/NAICS 4461)	\$21,533,986	\$25,334,074	\$-3,800,088	-8.1	49
Gasoline Stations (NAICS 447/4471)	\$119,912,225	\$134,253,299	\$-14,341,074	-5.6	83
Clothing and Clothing Accessories Stores (NAICS 448)	\$29,736,456	\$42,618,900	\$-12,882,444	-17.8	84
Clothing Stores (NAICS 4481)	\$21,020,326	\$30,368,756	\$-9,348,430	-18.2	57
Shoe Stores (NAICS 4482)	\$4,673,910	\$8,678,240	\$-4,004,330	-30.0	14
Jewelry, Luggage, and Leather Goods Stores (NAICS 4483)	\$4,042,220	\$3,571,904	\$470,316	6.2	13
Sporting Goods, Hobby, Book, and Music Stores (NAICS 451)	\$15,417,276	\$12,564,606	\$2,852,670	10.2	57
Sporting Goods/Hobby/Musical Instrument Stores (NAICS 4511)	\$8,289,644	\$5,184,669	\$3,104,975	23.0	41
Book, Periodical, and Music Stores (NAICS 4512)	\$7,127,632	\$7,379,937	\$-252,305	-1.7	16

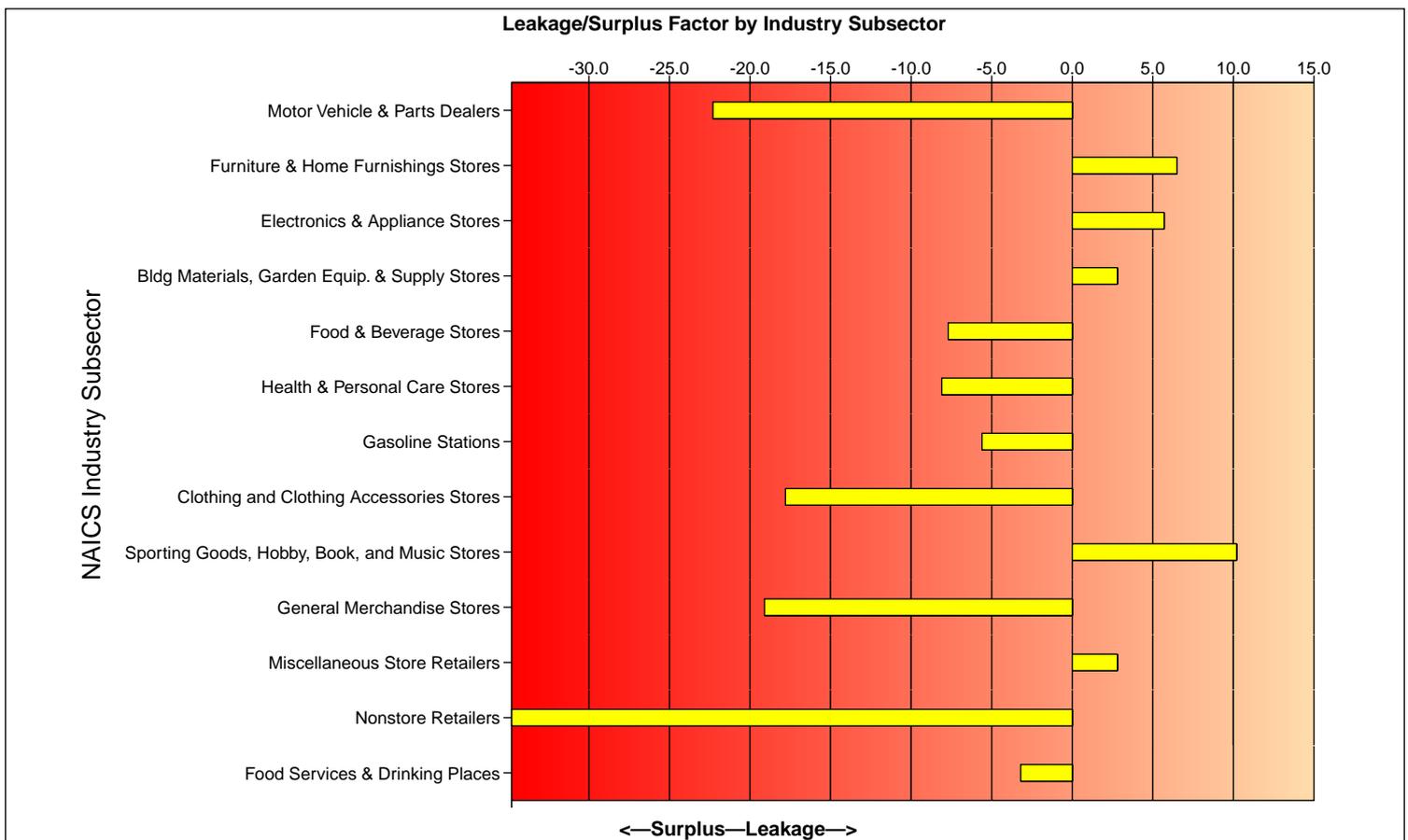
Data Note: Supply (retail sales) estimates sales to consumers by establishments. Sales to businesses are excluded. Demand (retail potential) estimates the expected amount spent by consumers at retail establishments. Supply and demand estimates are in current dollars. The Leakage/Surplus Factor presents a snapshot of retail opportunity. This is a measure of the relationship between supply and demand that ranges from +100 (total leakage) to -100 (total surplus). A positive value represents 'leakage' of retail opportunity outside the trade area. A negative value represents a surplus of retail sales, a market where customers are drawn in from outside the trade area. The Retail Gap represents the difference between Retail Potential and Retail Sales. ESRI uses the North American Industry Classification System (NAICS) to classify businesses by their primary type of economic activity. Retail establishments are classified into 27 industry groups in the Retail Trade sector, as well as four industry groups within the Food Services & Drinking Establishments subsector.

Source: ESRI and infoUSA®



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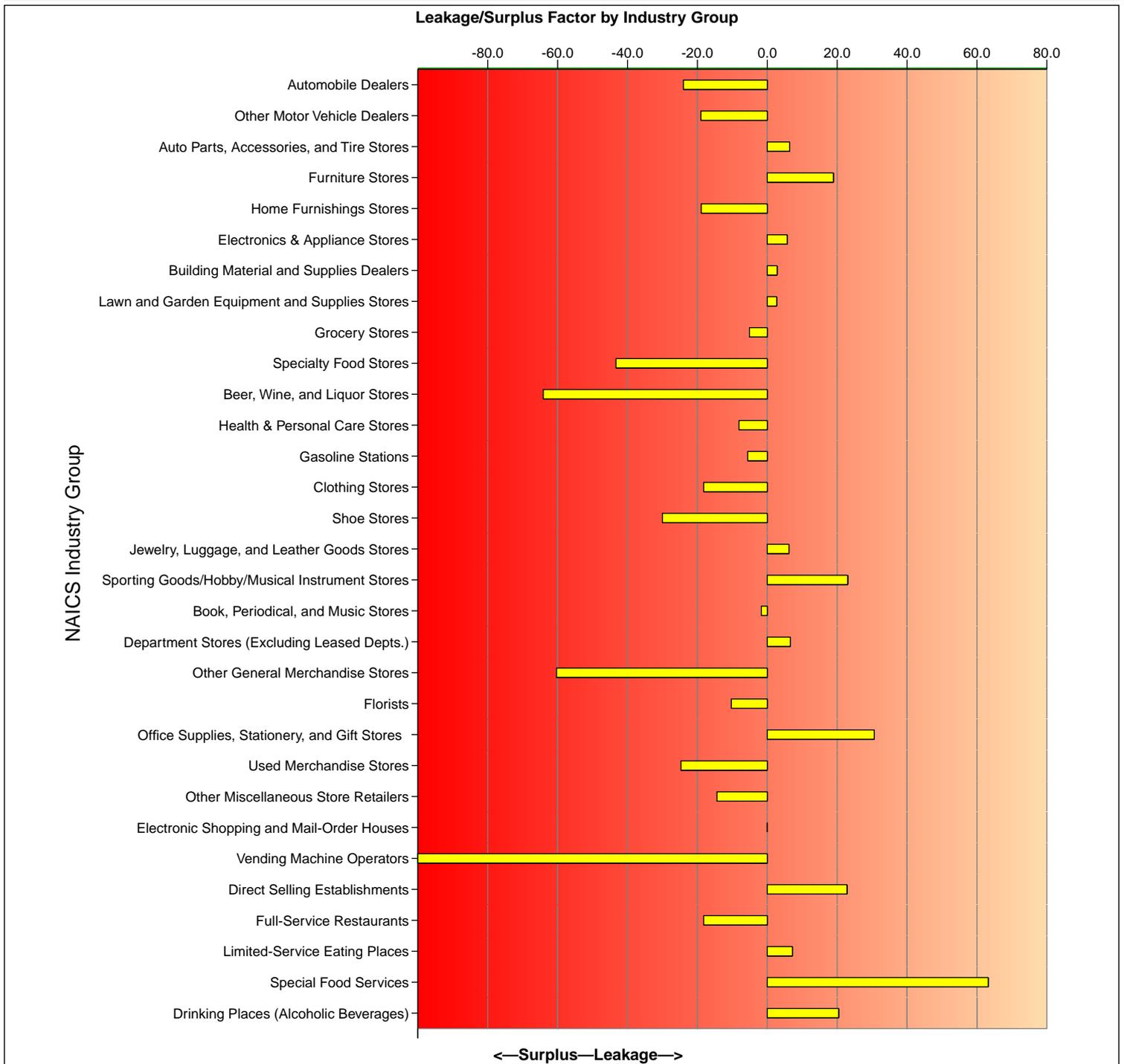
Industry Group	Demand (Retail Potential)	Supply (Retail Sales)	Retail Gap	Leakage/Surplus Factor	Number of Businesses
General Merchandise Stores (NAICS 452)	\$144,317,069	\$212,274,877	\$-67,957,808	-19.1	52
Department Stores Excluding Leased Depts.(NAICS 4521)	\$117,132,522	\$102,676,283	\$14,456,239	6.6	22
Other General Merchandise Stores (NAICS 4529)	\$27,184,547	\$109,598,594	\$-82,414,047	-60.3	30
Miscellaneous Store Retailers (NAICS 453)	\$10,256,076	\$9,704,959	\$551,117	2.8	118
Florists (NAICS 4531)	\$1,414,299	\$1,739,325	\$-325,026	-10.3	27
Office Supplies, Stationery, and Gift Stores (NAICS 4532)	\$5,185,865	\$2,756,171	\$2,429,694	30.6	27
Used Merchandise Stores (NAICS 4533)	\$1,005,641	\$1,664,010	\$-658,369	-24.7	24
Other Miscellaneous Store Retailers (NAICS 4539)	\$2,650,271	\$3,545,453	\$-895,182	-14.4	40
Nonstore Retailers (NAICS 454)	\$8,398,271	\$17,356,637	\$-8,958,366	-34.8	11
Electronic Shopping and Mail-Order Houses (NAICS 4541)	\$0	\$0	\$0	0.0	0
Vending Machine Operators (NAICS 4542)	\$0	\$12,080,812	\$-12,080,812	-100.0	4
Direct Selling Establishments (NAICS 4543)	\$8,398,271	\$5,275,825	\$3,122,446	22.8	7
Food Services & Drinking Places (NAICS 722)	\$125,281,008	\$133,628,893	\$-8,347,885	-3.2	216
Full-Service Restaurants (NAICS 7221)	\$48,892,806	\$70,686,753	\$-21,793,947	-18.2	144
Limited-Service Eating Places (NAICS 7222)	\$69,089,079	\$59,783,658	\$9,305,421	7.2	62
Special Food Services (NAICS 7223)	\$3,825,767	\$862,129	\$2,963,638	63.2	4
Drinking Places - Alcoholic Beverages (NAICS 7224)	\$3,473,356	\$2,296,353	\$1,177,003	20.4	6



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